

Message Text

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 6941

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FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP, BFOL, GW, UR

SUBJECT: OIM/TIR - PRINTING AND GRAPHIC ARTS (PGA) MARKET
RESEARCH - USSR, CONTRACT WITH GLAHE INTERNATIONAL

REF: USDOC 11130

1. EMBASSY OFFICIALS MET IN COLOGNE ON AUGUST 16, 1973, WITH MR. GLAHE OF GLAHE INTERNATIONAL TO DISCUSS PROGRESS OF WORK ON PGA MARKET RESEARCH STUDY FOR USSR. PROJECT OFFICER, MR. FISCHER, ALTHOUGH SCHEDULED TO BE PRESENT, WAS NOT. WE WERE THEREFORE UNABLE TO INSPECT PGA WORKING PAPERS AND REPORT DRAFTS AS INTENDED. FISCHER IS TO MEET WITH US THIS WEEK TO DISCUSS PROGRESS.

2. GLAHE STATED THAT 95 PERCENT OF INTERVIEWS ARE COMPLETED AND THAT ABOUT HALF OF THE DRAFT STUDY IS DONE. IN THIS CONNECTION GLAHE POINTED OUT THAT DATA ON PRINTING AND GRAPHIC ARTS EQUIPMENT IS SOMEWHAT MORE ACCESSIBLE IN THE USSR THAN DATA ON ELECTRONICS INDUSTRY PRODUCTION AND TEST EQUIPMENT (EIPT). HE ALSO SAID THAT THE GAP ANALYSIS FROM COMMERCE FOR THE LATTER STUDY WILL HELP THEM TO BETTER UNDERSTAND COMMERCE'S OBJECTIVES.

3. WE AGREE WITH COMMERCE THAT GLAHE PERFORMANCE DEFICIENT TO DATE, AS CONFIRMED BY ABSENCE OF PROJECT DIRECTOR FISCHER FROM MEETING. HOWEVER, IT IS OUR IMPRESSION AFTER LENGTHY DISCUSSION THAT MR. GLAHE IS NOW FULLY COGNIZANT OF USG'S SERIOUSNESS IN EXPECTING SATISFACTORY CONTRACT PERFORMANCE AND IS TAKING STEPS

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TO REMEDY PAST DEFICIENCIES (SEE SEPTTEL) CONCERNING THEIR REVISION

OF EIPT MARKET RESEARCH STUDY. GLAHE COMMITTED HIMSELF TO
DELIVER THE FINISHED PGA STUDY BY SEPTEMBER 4. WE CANNOT
GUARANTEE YET THAT STUDY WILL MEET COMMERCE'S REQUIREMENTS.
HOWEVER, GIVEN CLOSENESS TO COMPLETION OF PGA STUDY, WE BELIEVE
MOST PRODUCTIVE COURSE OF ACTION AT THIS POINT, AS WITH EIPT
STUDY, IS FOR EMBASSY TO ASSIST AND EDUCATE GLAHE IN BRINGING
PROJECT TO TIMELY AND SATISFACTORY CONCLUSION. WE WILL KEEP
IN CLOSE TOUCH WITH GLAHE DURING NEXT WEEKS AND WILL CLOSELY
FOLLOW PROGRESS OF WORK.
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